

#### 4.3 Programme details and the individual grades/marks obtained:

Code	Course Name	Course Category	Credit	Grade	ECTS Credit
<b>2006-2007 / Fall</b>					
UYP 503	MARKETING MANAGEMENT	Compulsory	3	BB	6
UYP 501	PLANNING IN PRODUCTION MANAGEMENT	Compulsory	3	CC	6
UYP 511	E-TRADE APPLICATIONS	Elective	2	AA	6
UYP 513	INDUSTRIAL MARKETING	Elective	2	AA	6
UYP 509	CONSUMER BEHAVIOUR	Elective	2	AA	6
<b>2006-2007 / Spring</b>					
UYP 504	STRATEGIC MARKETING MANAGEMENT	Compulsory	3	AA	6
UYP 502	MATHEMATICAL DECISION MAKING IN MANAGEMENT	Compulsory	3	BA	6
UYP 506	MARKETING PLANNING	Elective	2	AA	6
UYP 508	SERVICES MARKETING	Elective	2	AA	6
UYP 516	CUSTOMER RELATIONSHIP MANAGEMENT	Elective	2	AA	6
<b>2007-2008 / Fall</b>					
ISL 900	RESEARCH AREA-M.SC (THESIS)	Compulsory	-	YT	30
<b>2007-2008 / Spring</b>					
ISL 816	RESEARCH AREA-M.SC (THESIS)	Compulsory	-	YT	30
Total Credits	24				
Total ECTS Credits	120				
<b>CGPA 3,56 out of 4,00</b>					

#### 4.4 Grading scheme and, if available, grade distribution guidance:

For each course taken, the student is given one of the following grades by the lecturer. The letter grades, grade points and percentage equivalents are given below:

AA 4.00	BA 3.50	BB 3.00	CB 2.50	CC 2.00	DC 1.50	DD 1.00	FF 0.00
YT --	YZ --	MU --	GR 0.00				

Therefore,

- AA, BA, BB, CB and CC grades are achievement grades.
- DC and DD grades are conditional achievement grades for the undergraduate students.
- The grade DZ is given if a student doesn't fulfill the attendance and/or application requirements of the course.
- The grade GR is given to the student who doesn't take the final examination.
- DZ and GR grades are counted as FF grade in CGPA.
- The grade YT is given to the student who is successful in taking non-credit courses. YT grades are also given for the courses which were completed in another university before the transfer of the student concerned.
- The grade YZ is given to the student who is unsuccessful in non-credit courses.
- The grade MU is given to the student who is found successful in the examination for exemption conducted by the department concerned for courses determined by the University Senate.

W. GRA. : The grade which is obtained by multiplying the credit and the point counted.

SEM. TOT. CR. : Total credits of the courses for the semester concerned.

SEM. TOT. W. GRA. : Total weighted grades for the semester concerned.

SEM. GRA. POINT AVG. : The average which is obtained by dividing the total weighted grades to the total credits for the semester concerned.

GEN. TOT. CR. : Total credits of the courses up to end of the semester concerned.

GEN. TOT. W. GRA. : Total weighted grades up to end of the semester concerned.

GEN. GRA. POINT AVG. : The grade point average up to end of the semester concerned.

CUM. GRA. POINT AVG. (CGPA) : The cumulative grade point average at the end of the completion of bachelor's degree period. Only the last grades were used for repeated courses in this computation.

#### 4.5 Overall classification of the qualification (in original language):

## YÜKSEK ONUR

### 5 - INFORMATION ON THE FUNCTION OF THE QUALIFICATION

#### 5.1 Access to further study:

May continue with doctoral studies in the same or similar scientific areas, which may accept students from Business Management.

#### 5.2 Professional status (if applicable):

This degree enables the undergraduate to exercise the profession.

### 6 - ADDITIONAL INFORMATION

#### 6.1 Additional information:

Department web site : [www.sbe.sakarya.edu.tr](http://www.sbe.sakarya.edu.tr)

#### 6.2 Further information sources:

University web site : [www.sakarya.edu.tr](http://www.sakarya.edu.tr) , [www.ebs.sakarya.edu.tr](http://www.ebs.sakarya.edu.tr)

The Council of Higher Education web site : [www.yok.gov.tr](http://www.yok.gov.tr)

The Turkish Enic-Naric web site : [www.enic-naric.net/member.asp?country=Turkey](http://www.enic-naric.net/member.asp?country=Turkey)

### 7 - CERTIFICATION OF THE SUPPLEMENT

7.1 Date : 19.08.2008

7.2 Signature :

7.3 Capacity : Registrar of Sakarya University, Kazım ÖZKAN

7.4 Official stamp or seal :

### 8 - INFORMATION ON THE NATIONAL HIGHER EDUCATION SYSTEM

The basic structure of the Turkish National Education System consists of four main stages as pre-school education, primary education, secondary education and higher education.

Pre-school education consists of non-compulsory programmes whereas primary education is a compulsory 8 year programme for all children beginning from the age of 6. The secondary education system includes 'General High Schools' and 'Vocational and Technical High Schools'.

Higher education is defined as all post - secondary programmes with a duration of at least two years. The system consists of universities (state and foundation) and non-university institutions of higher education (police and military academies and colleges). Each university consists of faculties and four-year schools offering Bachelor's level programmes, the latter with a vocational emphasis, and two year vocational higher schools offering short cycle (Associate's) level programmes of strictly vocational nature.

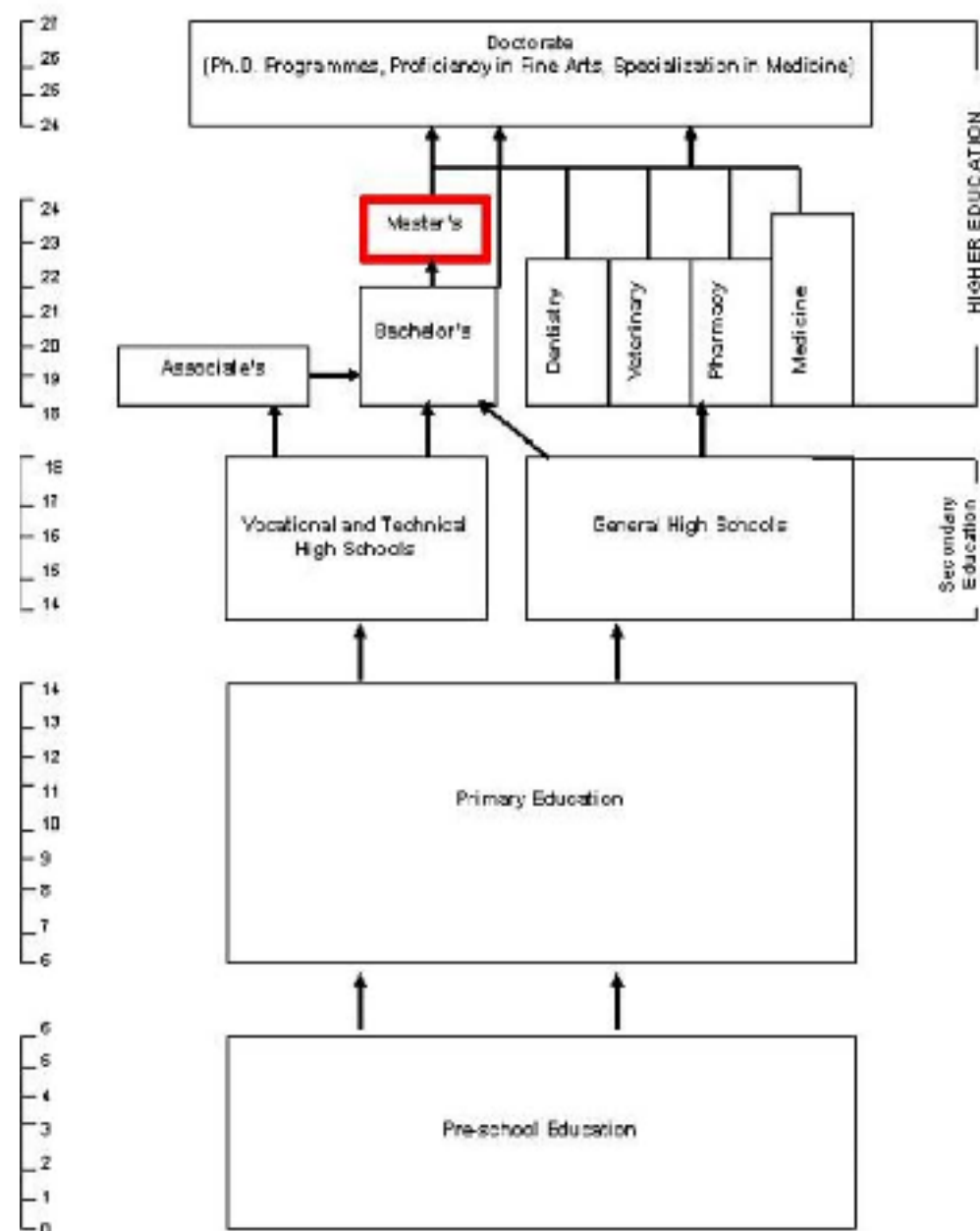
The Higher Education Law No. 2547 is the main law, which governs the higher education in Turkey. All universities (both state and foundation) are subject to the same law and regulations/rules. All state and foundation universities are founded by Law.

Admission to higher education is based on a nation-wide Student Selection Examination (ÖSS). The examination is held every year and is administered by the Student Selection and Placement Center (ÖSYM) Candidates gain access to institutions of higher education based on their composite scores consisting of the scores on the selection examination as well as their high school grade point averages.

Graduate level of study consists of the Master's Degree (Yüksek Lisans Diploması) and the Doctoral Degree (Doktora Diploması). There are two types of Master's programmes: with and without a thesis. The Master's programmes with a thesis consist of a minimum of seven courses, one seminar course, and thesis. The duration of the Master's programmes with a thesis is two years. Non-thesis Master's programmes consist of a minimum of 10 courses and a semester project. The duration of the non-thesis Master's programmes is one and half years. Doctoral programmes have a duration of four years which consists of completion of courses, passing a doctoral qualifying examination, and preparing and defending a doctoral dissertation. Medical specialization programmes are equivalent to doctoral level programmes and carried out within the faculties of medical schools with hospitals.

The Higher Education System is regulated by the Council of Higher Education (Yüksek Öğretim Kurulu - YÖK). Established in 1981, the Council regulates the activities of higher education institutions with respect to research, governing, planning and organization.

### GENERAL STRUCTURE OF THE TURKISH EDUCATION SYSTEM



#### 1 - INFORMATION IDENTIFYING THE HOLDER OF THE QUALIFICATION

Family name(s) : GE\*\*\*\*\*  
Given name(s) : FA\*\*\*\*\*  
Date of birth (day/month/year) : 29/09/1983  
Student identification number or code (if available) : 0660Y\*\*\*\*\*

#### 2 - INFORMATION IDENTIFYING THE QUALIFICATION

2.1 Name of qualification (if applicable): İşletme, Yüksek Lisans  
2.2 Main field(s) of study for the qualification: Business Management  
2.3 Name and status of awarding institution (in original language): Sakarya Üniversitesi, Devlet Üniversitesi  
2.4 Name and status of institution (if different from 2.3) administering studies (in original language):  
2.5 Language(s) of instruction/examination: Turkish

#### 3 - INFORMATION ON THE LEVEL OF THE QUALIFICATION

3.1 Level of qualification: Second Cycle (Master with Thesis)  
3.2 Official length of programme: 2 years, 2 semesters per year, 16 weeks per semester  
3.3 Access requirement(s): First Cycle (Bachelor's Degree)  
LES (Postgraduate Education Examination) score of minimum 45

#### 4 - INFORMATION ON THE CONTENTS AND RESULT GAINED

4.1 Mode of Study: Full time  
4.2 Programme requirements: A student is required to have a minimum CGPA of 2.50/4.00 and no falling grades.

##### Objectives

The objectives of the department are to offer high quality graduate education in management department, to provide students with excellent research opportunities and to teach students management theories, accounting and finance, production and marketing, and human resource management.

##### Currently Required minimum number of credits

Must Courses	12
Elective Courses	12
Total Credits	24

Students are required to take non-credit RESEARCH AREA-M.SC (THESIS) course during their graduate education.